# W. R. Grace & Co.

Investor Presentation Cambridge, MA facility tour

May 2015



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#### **Non-GAAP Financial Terms**

These slides contain certain "non-GAAP financial terms" which are defined in the Appendix. Reconciliations of non-GAAP terms to the closest GAAP term (i.e., net income) are provided in the Appendix.

# Agenda

- Time Topics
- 9:45 **Construction Products Overview** 
  - **Specialty Building Materials**
  - **Specialty Construction Chemicals**
  - **Darex Packaging**

Break

- 11:00 SCC and SBM Laboratory Tours
- 12:30 Lunch (or grab box lunch to go)
  - 1:00 **Depart Grace**





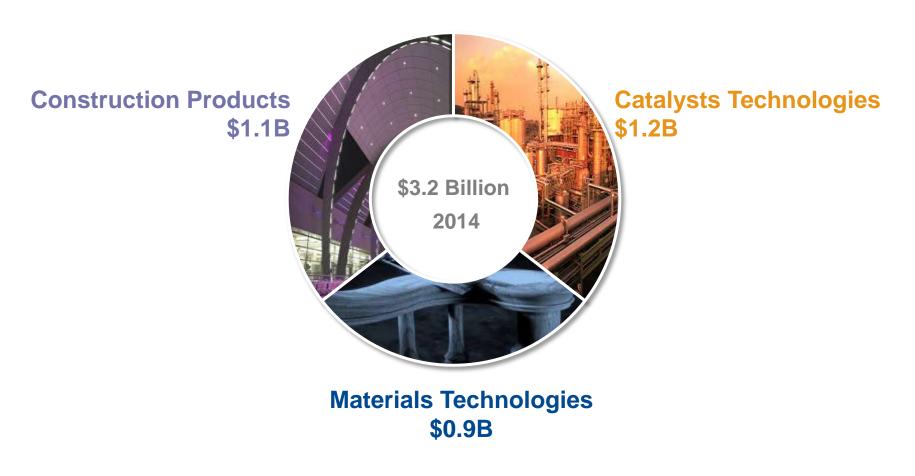
Built on talent, technology, and trust, Grace high-performance specialty chemicals and materials improve the products and processes of our customer partners around the world.

- Founded in 1854 160 years of innovation
- 2014 sales of \$3.2 billion
- True specialty chemicals business, with high value, high margin product portfolio
- Strong franchises in large, global markets
- Operations in over 40 countries
- Leading positions in approximately 70% of the segments where we compete





Today: three business segments with global functional organization

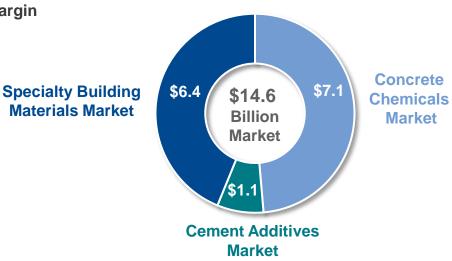




# **Construction Products**

#### **2014 Financial Highlights**

- \$1.1 billion sales
- 36.3% Gross margin
- \$193.4 million Adjusted EBITDA
- 17.5% Adjusted EBITDA margin



4-5% CAGR

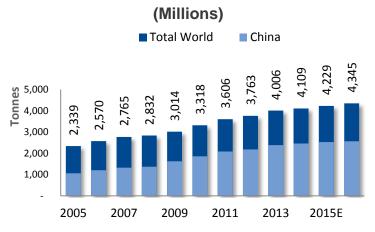


# **Construction Products**

#### **Industry Drivers**

- Mature market recovery
- Urbanization of emerging markets
- Increasing sophistication of building practices

# **Global Cement Consumption**

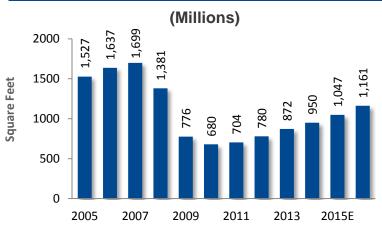


Source: CW Research, GCVFR, 1H 2015 (2009-2016), The Global Cement Report, 10<sup>th</sup> ed, Tradeship Publications Ltd (2005-2008)

#### Long Term Outlook

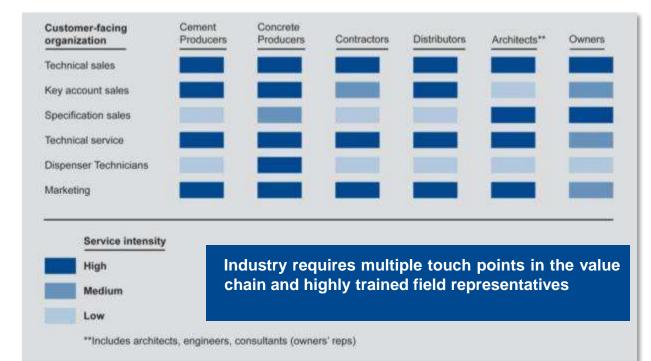
- Leverage existing footprint as global market recovery takes hold
- Invest in emerging markets
- Drive global technology transfer from mature to emerging markets
- Develop new products and services to further differentiate Grace in the marketplace

# **US Commercial Building Starts**



Source: Dodge Data & Analytics, CMFS Q1 2015 report

# **Business Dynamics**



# Competitors

- BASF
- SIKA
- Carlisle
- RPM
- Henry

Mapei

# **Business Position**

- Leader in multiple high-value product segments and geographies
- #1 in cement additives
- #2 in concrete admixtures
- #1 in pre-applied waterproofing

#### Strengths

- Balanced exposure across commercial, infrastructure, and residential
- Long-term customer relationships
  - Deep understanding of our customers' businesses
  - Preferred-supplier status built on deep product application knowledge



# **Infrastructure Applications**

#### **Cement Additives**

Grinding aids and quality improvers

# **Concrete Admixtures**

Corrosion inhibitors, superplasticizers, self-consolidating concrete, set accelerators, shrinkage reducers, structural fibers, water reducers

Bridge Deck Waterproofing Systems



# **Products that strengthen, protect and enhance structures**



# **Residential Applications**

**Cement Additives** Grinding aids and quality improvers

#### **Concrete Admixtures**

Self-consolidating concrete, set accelerators, shrinkage reducers, structural fibers, water reducers

**Decorative Concrete** Color pigments and surface retarders

**Foundation Waterproofing** Spray-applied and sheet-applied

# Window and Door Flashings

#### **Roofing Membranes**

Roof detail membranes, roofing underlayments



# **Products that strengthen, protect and enhance structures**



# **Commercial Applications**

#### **Cement Additives**

Grinding aids and quality improvers

# **Concrete Admixtures**

Superplasticizers, self-consolidating concrete, set accelerators, shrinkage reducers, structural fibers, water reducers

# **Decorative Concrete**

Color pigments and surface retarders

# **Foundation Waterproofing**

Pre-applied blindside sheet waterproofing, post-applied sheet and spray-applied membranes

# 

# Fireproofing

# Wall and Window Flashing Membranes

**Spray-Applied Wall Membranes and Vapor Barriers** 

# **Products that strengthen, protect and enhance structures**



# **Specialty Building Materials**



# **Core Brands – Building Envelope**

# Waterproofing

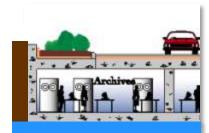
- Global leader in the advancement of waterproofing technologies
  - Preprufe<sup>®</sup> Leading below-grade solution with a full line of accessory products. Pioneer of the fully bonded preapplied waterproofing technology
  - Silcor<sup>®</sup> Liquid applied deck waterproofing
  - Bituthene® Original rubberized asphalt self adhesive membrane
  - Adcor ® & Bentorub® Hydrophilic waterstops for joint protection

# **Air Barriers**

- Specified barriers to manage movement of air, water & vapor through the building envelope to improve energy use and indoor air quality
  - Perm-A-Barrier<sup>®</sup> full line of vapor permeable and impermeable sheet and liquid applied products

# Residential

- North America focused business providing *Weather Protection Systems* in specific channels to improve the durability of wood constructed homes
  - Grace Ice & Water Shield<sup>®</sup> category leading self adhesive underlayment for sloped roofs
  - Vycor® flashing and sheet membranes to protect & manage moisture in the wall





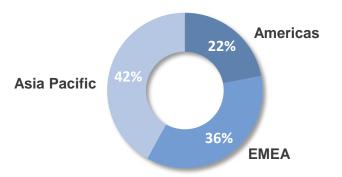




# **Below-grade Waterproofing**

**Preprufe®: The Premier Pre-Applied Waterproofing System** 

- Improved leak prevention through unique adhesive bond
- Specified on major projects throughout the world
- Drives full portfolio system selling
- Preprufe Plus increases quality and contractor productivity
- Patented technology



#### **Below-grade Waterproofing Market**





The Morocco Mall (Casablanca, Morocco)



# **Preprufe PLUS Video**

https://grace.com/construction/en-us/Pages/preprufe-videos.aspx



# **Specialty Businesses**

#### **De Neef**<sup>®</sup>

#### Resin injections for leak sealing and ground stabilization



- Polyurethane resins for crack injections
- Ground stabilization & curtain grouting with PU, Acrylate, Organomineral and Silica/ Silicate based products

#### Pieri<sup>®</sup> Decorative treatments for concrete



- High technology surface retarders, release agents, pigments and form liners
- Thin toppings for interior applications with Solacir<sup>®</sup>

#### **Betec**<sup>®</sup>

High-quality engineered cementitious grouts and mortars



- Specializing in flowable high-strength grouts for industrial and infrastructure applications
- Growth in new segments for wind turbine construction and specialty niche grouting applications

#### **Fire Protection**

Spray applied fire protection for structural steel



- Monokote<sup>®</sup> the world's most widely specified spray applied cementitious fireproofing
- Growing in new specialty applications for petrochemical and tunnels



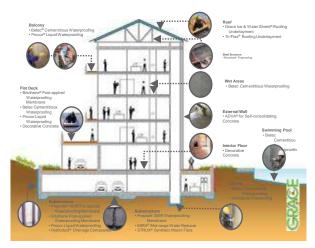
# **Grace Project Selling Principles**

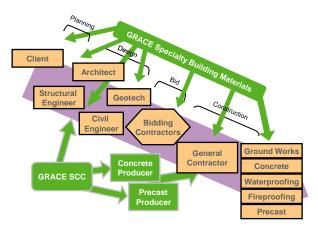
#### **Technology Platforms**

#### **Project Selling Competency**

#### **International Dimension**

The Grace Building Envelope







# **Value Drivers**

- Technical expertise
- Understanding of local codes & construction practice
- Technology solutions
- System approach
- Custom specifications and drawings

- Develop market/project intelligence throughout design & construction
- Executive selling to influencers and decision makers – Key accounts
- Project Tracking CRM
- Consistent linkage throughout value chain

- More projects driven internationally
- Globalisation, customer consolidation – local partners
- Leverage brand awareness
- Drive geographic expansion



# **Specialty Construction Chemicals**







# **Specialty Construction Chemicals (SCC) – Overview**

# **Chemicals to Improve the Performance of Cement-Based Materials**

#### 2014 Business Profile

- Two core product lines: Concrete Admixtures and Cement Additives
- Major technology platforms: concrete water reducers (water soluble polymers) and cement quality improvers (higher amines)
- Global customers and markets
- #1 globally in cement additives
- #2 globally in concrete admixtures

#### **SCC Global Strategy**

- Market-driven development of innovative technologies
- Rapid deployment of new products globally
- Market expansion as regions adopt modern cement production facilities and ready mix concrete
- Continuous optimization of supply chain costs







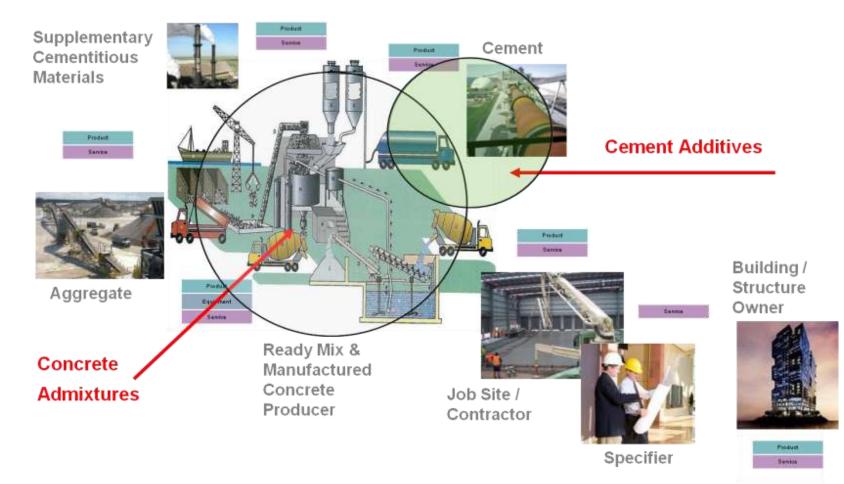
# Why does concrete crack?

Chemical additives make cement-based materials easier and cheaper to install, more durable, with less impact on the environment



# **Concrete Construction Value Chain**

We create value throughout the concrete construction ecosystem, but focus primarily on value creation with cement manufacturers and concrete producers



GRA

# **Specialty Construction Chemicals: Global Footprint**

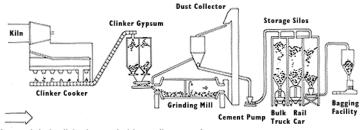


A strong sales, manufacturing, and technical presence in key global markets



# **Cement Additives**





Once cooled, the clinker is ground with a small amount of gypsum. It's now portland cement-ready to be bagged or shipped in bulk.

- Customers: Multinational cement companies
- Users: Cement Plants
- Typical output: 1 million tons/yr
- Approx 100 plants in the US
- Grace products:
  - Grinding Aids
  - Quality Improvers

# Grace has been a leader in the cement additives technology for 80 years



# **Concrete Admixtures**



Customers: Multinational building materials companies, local concrete producers

**Users: ready-mix concrete plants** 

Typical Output: 50,000 yd<sup>3</sup>/yr

#### Cement consumption: 15,000 tons/yr

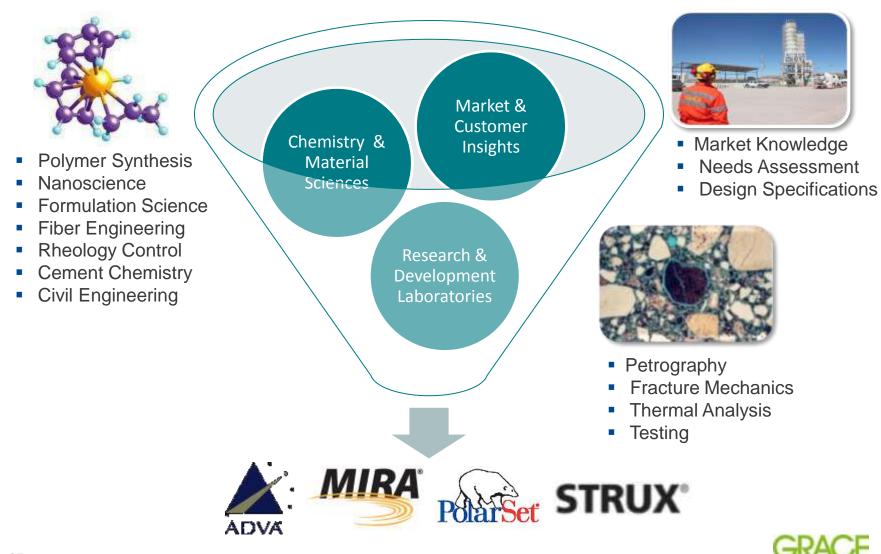
 Approx 70 ready mix plants for each cement plant

# **Products:**

- Water-reducers
- Admixtures for Self Compacting Concrete
- Air Entraining Agents
- Set Accelerators and Retarders
- Corrosion Inhibitors
- Shrinkage Reducing Agents
- Structural Fibers



# **Translating leading science into high-value solutions**



# New products in test market phase



**Verifi**®



ADVA® 198



MIRA<sup>®</sup> 90



ADVA® Cast 585



# **Extending leadership to underground construction**

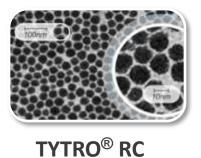
TYTRO<sup>®</sup> SA

Full shotcrete system offering with strong differentiated products...





# STRUX<sup>®</sup> BT50



...being validated in test market and existing markets



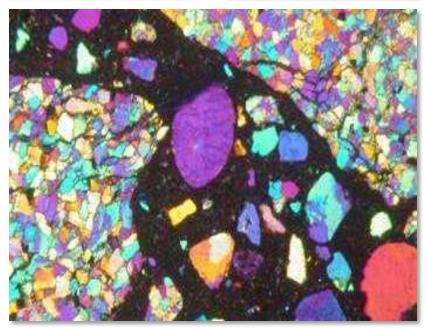
- Offering launched into the test area
- Added field technical resource
- Leveraging existing commercial team



# **Key Advances in Cement Additives**

**CBA**<sup>®</sup> Quality improvers developed and patented ESE<sup>®</sup> Non-chloride early strength enhancers introduced Synchro® Liquid additive for chromium reduction in cement **Glyzana<sup>®</sup>** Cost-efficient grinding aid based on renewable source







# Why We Win – Technology and Capabilities



# INNOVATION

- World-class R&D facilities in Cambridge, MA
- Disciplined stage-gate process
- Robust product pipeline
- Joint development relationships



# **GLOBAL REACH**

- Leading position in key markets
- Effective, customer focused organization
- Strong partnerships
- Targeted offerings



# SUPPORT

- Regional laboratories and technical service centers close to customer base
- Best-in-class field support

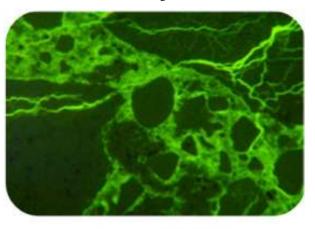


# **World-class Technical Service Capabilities**

# Field

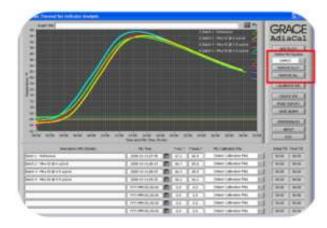


# Analytical

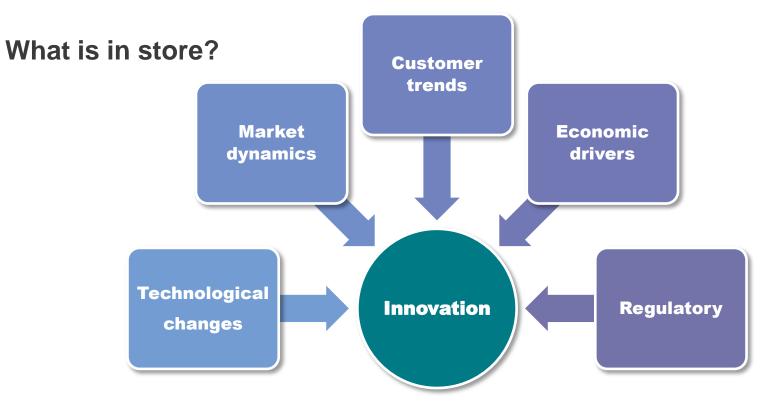


# Concrete



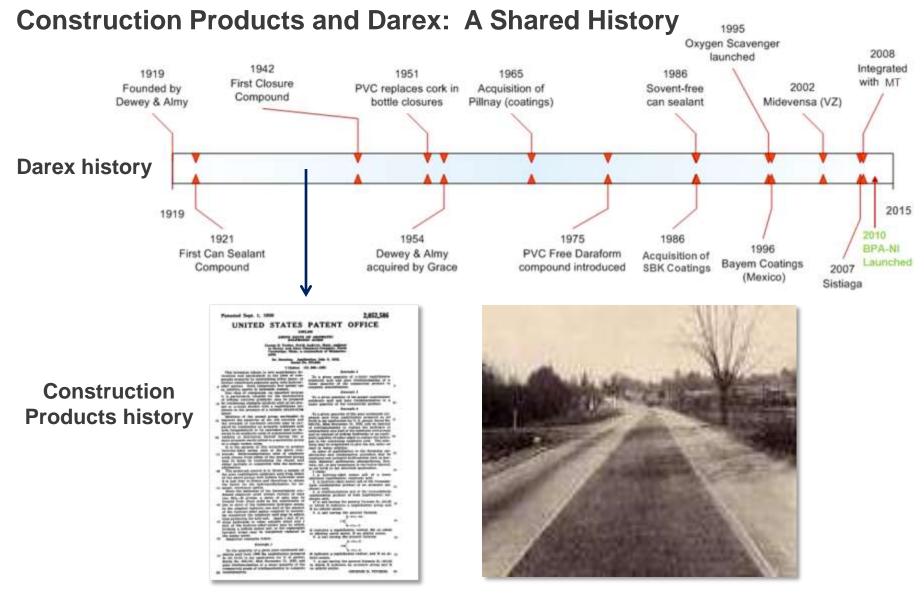






- Our cement and concrete customers will continue to seek operational savings and better quality assurance
- Environmental pressures will create change in materials selection, materials availability, and process technologies
- The drive for life-cycle costing and performance specifications will place a greater premium on high-quality durable concrete
- Breakthroughs in cement chemistry, materials science, and nanotechnology will create new opportunities to solve problems





# GRACE

# **Darex® Packaging**





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#### **Darex**<sup>®</sup> History 1995 Oxygen Scavenger 2008 launched 1942 Integrated 1919 1951 1965 1986 with MT First Closure 2002 Acquisition of Founded by Sovent-free PVC replaces cork in Compound Dewey & Almy bottle closures Pillnay (coatings) can sealant Midevensa (VZ) 2015 1919 2010 1921 1954 1975 1986 **BPA-NI** 1996 First Can Sealant Dewey & Almy **PVC Free Daraform** Acquisition of Launched **Bayem Coatings** Compound acquired by Grace compound introduced 2007 **SBK Coatings** (Mexico) Sistiaga 0.99

#### Darex<sup>®</sup> invented flowed-in sealant and has grown through acquisitions in packaging



# **Darex Business Dynamics**



#### **Can Sealants**

- #1 global can sealant supplier
- Serves food, beverage, aerosol and general line metal packaging industries
  - Ensures quality in over 300 billion food and beverage cans annually
- Only supplier with both solvent and water based sealants
- Developed "flowed-in" gasket technology
- Best-in-class products and technical support
- Major competitors: Altana (Actega), UBIS, Wakol-Foreco



#### **Can Coatings**

- Global sales, manufacturing, and technical support footprint
- Leverages strength across segments for unparalleled regulatory and food law compliance knowledge
- Strong technology position in BPA-NI can coatings
- Strong technology position in aluminum monobloc coatings through Sistiaga® acquisition
- Major competitors: Valspar, PPG, Akzo Nobel, Metlac

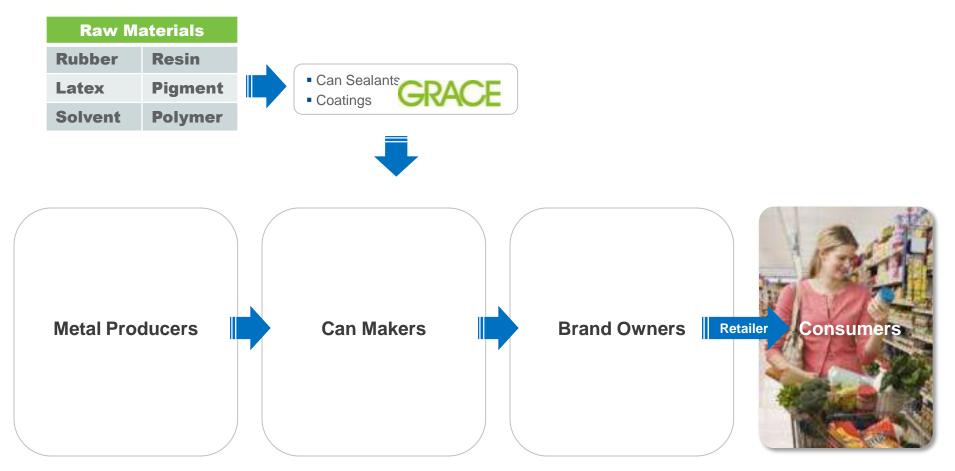


#### **Closure Sealants**

- Leader in closure sealants for taste sensitive beverages
  - Crown, aluminum, and plastics applications
  - Provider of PVC and PVC-Free technologies
- Strong technology and market position
  - Oxygen scavenger sealants for sensitive beverages e.g. Beers / Juices / Nutritional drinks
  - Scavenger additives and master batch solutions for synthetic corks and 1 piece closures
- Major competitors: Altana (Actega), D-Plast, Self-Manufacturers



# **Supply Chain in the Packaging Industry**

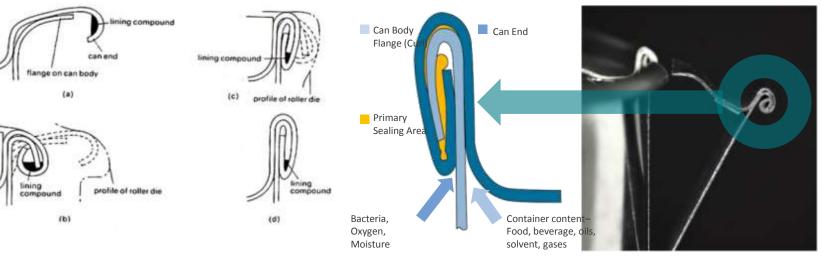


Sealants and Coatings are a small cost(<5%) of the package, but vital to its performance



# **Technology Overview – Can Sealants Basics**

Provide hermetic seal by filling the void created in double-seam





#### **Key Requirements**

- Must have sufficient chemical resistance to the pack
- Must have sufficient thermal and mechanical resistance to withstand the retort or processing conditions
- Must not affect the aroma or flavor of the pack contents
- Sealant protects the package during the life of the can
- Where applicable, must be food law compliant

# **Technology Overview – Can Coatings Basics**

#### Protect contents from the environment, and the pack from the contents

#### **Chemical Protection**

Prevent interaction between
 metal and contents

#### **Other Functionalities**

- Easy removal of contents (e.g. meat release)
- Oxygen scavenging
- Heat Seal

#### **Key Requirements**

- Flexible and spread evenly
- Resist physical deformation during fabrication of container
- Must not impart any flavor
- Perform for the whole shelf life of the container
- Comply with global food laws



#### Most metal containers and lids must be coated, internally and externally

Protection against environment

**Mechanical Protection** 

Protection against physical

abuse (scratching)

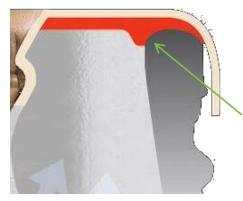
Decoration

- appearance
- Primer for inks

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# **Technology Overview – Closure Sealants Basics**

#### Provide hermetic seal, filling natural voids between container and closure



#### **Provides pressure seal**

 Prevents oxygen, bacteria from coming in

#### **Fills voids**

Contents stay in the package

#### **Key Requirements**

- Must not impart any flavor
- Have low chemical migration
- Be lineable at very high speeds
- Adhere to the metal/plastic
- Perform for the shelflife of container
- Be food compliant



#### **Brand Owner Pull Key to Closure Sealant Strategy**





For additional information, please visit <u>www.grace.com</u> or contact:

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# **Appendix: Definitions and Reconciliations of Non-GAAP Measures**

#### Non-GAAP Financial Terms

Adjusted EBIT means net income adjusted for interest income and expense, income taxes, costs related to Chapter 11, asbestos-related costs, restructuring expenses and related asset impairments, pension costs other than service and interest costs, expected returns on plan assets, and amortization of prior service costs/credits, certain income and expense items related to divested businesses, product lines, and certain other investments and gains and losses on sales of businesses, product lines, and certain other investments. In the 2013 first quarter, we also adjusted for the currency transaction loss incurred on our Venezuelan cash balances of \$6.9 million.

Adjusted EBITDA means Adjusted EBIT adjusted for depreciation and amortization.

Adjusted Free Cash Flow means net cash provided by or used for operating activities minus capital expenditures plus the net cash flow from costs related to Chapter 11, cash paid to resolve contingencies subject to Chapter 11, accelerated payments under defined benefit pension arrangements, and expenditures for asbestos-related items. Grace uses Adjusted Free Cash Flow as a liquidity measure to evaluate its ability to generate cash to support its ongoing business operations, to invest in its businesses, and to provide a return of capital to shareholders.

Adjusted Earnings Per Share (EPS) means Diluted EPS adjusted for costs related to Chapter 11, asbestos-related costs, restructuring expenses and related asset impairments, pension costs other than service and interest costs, expected returns on plan assets, and amortization of prior service costs/credits, certain income and expense items related to divested businesses, product lines, and certain other investments and gains and losses on sales of businesses, product lines, and certain other investments, and certain discrete tax items.

Adjusted EBIT Return On Invested Capital means Adjusted EBIT (on a trailing four quarters basis) divided by the sum of net working capital, properties and equipment and certain other assets and liabilities.

Segment Gross Margin means gross margin adjusted for pension-related costs included in cost of goods sold.

We use Adjusted EBIT as a performance measure in significant business decisions and in determining certain incentive compensation. We use Adjusted EBIT as a performance measure because it provides improved period-to-period comparability for decision making and compensation purposes, and because it better measures the ongoing earnings results of our strategic and operating decisions by excluding the earnings effects of our Chapter 11 proceedings, asbestos liabilities, restructuring activities, and divested businesses.

Adjusted EBIT, Adjusted EBITDA, Adjusted Free Cash Flow, Adjusted EPS, and Adjusted EBIT Return On Invested Capital do not purport to represent income measures as defined under U.S. GAAP, and should not be used as alternatives to such measures as an indicator of our performance. These measures are provided to investors and others to improve the period-to-period comparability and peer-to-peer comparability of our financial results, and to ensure that investors understand the information we use to evaluate the performance of our businesses. We have provided in the following tables a reconciliation of these non-GAAP measures to the most directly comparable financial measure calculated and presented in accordance with U.S. GAAP.

Adjusted EBIT has material limitations as an operating performance measure because it excludes Chapter 11- and asbestos-related costs and may exclude income and expenses from restructuring activities and divested businesses, which historically have been material components of our net income. Adjusted EBITDA also has material limitations as an operating performance measure because it excludes the impact of depreciation and amortization expense. Our business is substantially dependent on the successful deployment of capital, and depreciation and amortization expense is a necessary element of our costs. We compensate for the limitations of these measurements by using these indicators together with net income as measured under U.S. GAAP to present a complete analysis of our results of operations. Adjusted EBITDA should be evaluated together with net income measured under U.S. GAAP for a complete understanding of our results of operations.



# Appendix: Reconciliations of Non-GAAP Financial Measures (continued)

-	2012	2013	2014	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014
Adjusted EBIT	558.2	550.8	626.2	116.8	153.3	142.1	138.6	111.3	166.1	160.9	167.9
Costs related to Chapter 11	(15.6)	(16.4)	(11.3)	(3.8)	(3.3)	(3.9)	(5.4)	(6.3)	(3.0)	(1.8)	(0.2)
Asbestos-related costs	(6.0)	(7.8)	(7.9)	(1.4)	(1.3)	(1.3)	(3.8)	(0.4)	(0.9)	(2.5)	(4.1)
Asbestos and bankruptcy-related charges, net	(384.6)	(21.9)	(7.1)	_	_	_	(21.9)	(8.8)	2.4	(0.4)	(0.3)
Default interest settlement	_	(129.0)	_	_	_	_	(129.0)	_	_	_	_
Pension MTM adjustment and other related costs, net	(119.2)	50.6	(128.3)	(2.5)	_	_	53.1	4.8	_	_	(133.1)
Gain on termination of postretirement plans related to divested businesses	_	_	15.9	_	_	_	_	_	3.2	9.5	3.2
Restructuring expenses and asset impairments	(6.9)	(12.5)	(22.4)	(0.8)	(4.3)	(3.6)	(3.8)	(0.7)	(11.7)	(5.4)	(4.6)
Gain (loss) on sale of product line	(0.2)	(1.0)	0.2	—	_	—	(1.0)	—	0.2	_	—
Income and expense items related to divested businesses	(2.8)	(4.1)	(5.2)	(0.7)	(0.8)	(2.2)	(0.4)	(1.1)	(3.6)	(2.1)	1.6
Interest expense and related financing costs	(46.5)	(43.8)	(61.5)	(10.5)	(10.9)	(10.7)	(11.7)	(11.2)	(11.1)	(14.7)	(24.5)
Interest accretion on deferred payment obligations	—	—	(65.7)	—	—	—	—	(8.2)	(13.6)	(43.7)	(0.2)
Currency and other financial losses in Venezuela	_	(6.9)	(1.0)	(6.9)	_	_	_	_	_	(1.0)	_
Interest income	1.0	1.0	1.4	0.2	0.1	0.2	0.5	0.5	0.5	0.3	0.1
Benefit from (provision for) income taxes	61.6	(102.9)	(67.0)	(31.3)	(42.5)	(43.6)	14.5	(29.8)	7.7	(44.6)	9.7
Net income attributable to W. R. Grace & Co. shareholders	40.0	256.1	276.3	59.1	90.3	77.0	29.7	50.1	136.2	74.5	15.5
Costs related to Chapter 11:											
Chapter 11 expenses, net of interest income	16.6	15.3	11.0	4.8	3.3	2.9	4.3	6.1	<b>3.0</b>	1.7	0.2
D&O insurance costs related to Chapter 11	0.3	0.2	0.1	0.1	_	0.1	—	_	0.1	_	_
Translation effects-intercompany loans (D)	(5.6)	(11.9)	4.6	7.4	(3.9)	(10.1)	(5.3)	4.6	—	_	_
Value of currency forward contracts—intercompany loans (D)	3.7	10.9	(4.5)	(7.7)	3.5	9.9	5.2	(4.5)	_	_	_
Certain other currency translation costs, net (D)	0.6	1.9	0.1	(0.8)	0.4	1.1	1.2	0.1	(0.1)	0.1	_
Costs related to Chapter 11	15.6	16.4	11.3	3.8	3.3	3.9	5.4	6.3	3.0	1.8	0.2

# Appendix: Reconciliations of Non-GAAP Financial Measures (continued)

Catalysts Technologies segment operating income Materials Technologies segment operating income Construction Products segment operating income Corporate costs Gain on termination of postretirement plans related to current businesses Certain pension costs(C) Adjusted EBIT Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid Chapter 11 emergence payments, including	393.8 162.0 125.2 (92.4)  (30.4) 558.2 2012 453.6 (138.5) 315.1	327.5 181.8 151.7 (82.8) (27.4) 550.8 2013 515.9	378.3 185.2 161.7 (90.6) 23.6 (32.0) 626.2 2014	77.2 44.3 22.8 (20.8)  (6.7) <b>116.8</b>	93.8 44.8 45.3 (23.7)  (6.9)	77.4 46.8 45.6 (20.9) — (6.8)	79.1 45.9 38.0 (17.4)  (7.0)	71.2 45.5 25.4 (22.5)	97.5 49.7 45.0 (22.8) 4.7	100.9 48.7 48.9 (23.8) 14.2	108.7 41.3 42.4 (21.5)
Materials Technologies segment operating income Construction Products segment operating income Coporate costs Gain on termination of postretirement plans related to current businesses Certain pension costs(C) Adjusted EBIT Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	125.2 (92.4) (30.4) <b>558.2</b> <b>2012</b> <b>453.6</b> (138.5)	151.7 (82.8)  (27.4) 550.8 2013	161.7 (90.6) 23.6 (32.0) 626.2	22.8 (20.8) — (6.7)	45.3 (23.7) — (6.9)	45.6 (20.9) —	38.0 (17.4) —	25.4 (22.5) —	45.0 (22.8)	48.9 (23.8)	42.4
Corporate costs Gain on termination of postretirement plans related to current businesses Certain pension costs(C) Adjusted EBIT Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	(92.4) 	(82.8)  (27.4) 550.8 2013	(90.6) 23.6 (32.0) 626.2	(20.8) — (6.7)	(23.7) — (6.9)	(20.9)	(17.4)	(22.5)	(22.8)	(23.8)	
Gain on termination of postretirement plans related to current businesses Certain pension costs(C) Adjusted EBIT Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	(30.4) 558.2 2012 453.6 (138.5)	(27.4) 550.8 2013	23.6 (32.0) <b>626.2</b>	(6.7)	(6.9)	_	_	_		· ·	(21.5)
to current businesses Certain pension costs(C) Adjusted EBIT Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	(30.4) 558.2 2012 453.6 (138.5)	(27.4) 550.8 2013	(32.0) 626.2	(6.7)	(6.9)				4.7	14.2	
Adjusted EBIT Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	558.2 2012 453.6 (138.5)	550.8 2013	626.2			(6.8)	(7.0)			14.2	4.7
Adjusted Free Cash Flow: Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	<b>2012</b> <b>453.6</b> (138.5)	2013		116.8	450.0		(7.0)	(8.3)	(8.0)	(8.0)	(7.7)
Net cash (used for) provided by operating activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	<b>453.6</b> (138.5)		2014		153.3	142.1	138.6	111.3	166.1	180.9	167.9
activities Capital expenditures Free Cash Flow Chapter 11 expenses paid	(138.5)	515.9									
Free Cash Flow Chapter 11 expenses paid			(1,470.7)								
Chapter 11 expenses paid	315.1	(156.2)	(171.2)								
		359.7	(1,641.9)								
Chapter 11 emergence payments, including	15.5	15.0	31.6								
accounts payable	_	_	1,348.7								
Cash paid to settle deferred payment obligation	—	_	632.0								
Accelerated defined benefit pension plan contributions	83.4	50.0	75.0								
Expenditures for asbestos-related items	7.2	5.0	6.8								
Adjusted Free Cash Flow	421.2	429.7	452.2								
– Calculation of Adjusted EBIT Return On Invested Capital (trailing four quarters):	2012	2013	2014								
Adjusted EBIT	558.2	550.8	626.2								
Invested Capital:											
Trade accounts receivable	490.4	481.8	476.2								
Inventories	283.6	295.3	332.8								
Accounts payable	(252.0)	(262.5)	(255.3)								
	522.0	514.6	553.7								
Other current assets (excluding income taxes)	62.4	81.2	81.8								
Properties and equipment, net	770.5	829.9	833.5								
Goodwill	196.7	457.5	452.9								
Technology and other intangible assets, net	82.7	315.5	288.0								
Investment in unconsolidated affiliate	85.5	96.2	113.1								
Other assets (excluding capitalized financing fees)	24.5	40.0	23.0								
Other current liabilities (excluding income taxes, environmental remediation related to asbestos and divested businesses, Chapter 11, restructuring, and accrued interest)	(251.9)	(248.0)	(256.7)								
Other liabilities (excluding environmental remediation related to asbestos and divested businesses)	(55.5)	(72.7)	(81.8)								
Total invested capital	1.436.9	2.014.2	2.007.5								
Adjusted EBIT Return On Invested Capital	38.8%	27.3%	31.2%								



# Appendix: Reconciliations of Non-GAAP Financial Measures (continued)

	Three Months Ended December 31.															
				<b>20</b> 1	14			2013								
(In millions, except per share amounts)		Pre- Tax		Tax Effect		After- Tax		Per Share		Pre- Tax		Tax Effect		After- Tax		Per Share
Diluted Earnings Per Share (GAAP)							\$	0.21							\$	0.38
Costs related to Chapter 11	\$	0.2	\$	_	\$	0.2		_	\$	5.4	\$	3.1	\$	2.3		0.03
Asbestos-related costs		4.1		1.5		2.6		0.03		3.8		1.9		1.9		0.02
Asbestos and bankruptcy-related charges, net		0.3		0.1		0.2		_		21.9		8.2		13.7		0.18
Default interest settlement		_		_		_		—		129.0		48.3		80.7		1.03
Pension MTM adjustment and other related costs, net		133.1		48.7		64.4		1.13		(53.1)		(21.5)		(31.6)		(0.40)
Gain on termination of postretirement plans related to divested businesses		(3.2)		(1.1)		(2.1)		(0.03)		—		_		_		—
Restructuring expenses and asset impairments		4.6		1.2		3.4		0.05		3.8		1.0		2.8		0.04
Income and expense items related to divested businesses		(1.6)		(0.6)		(1.0)		(0.01)		1.4		0.5		0.9		0.01
Discrete tax items:																
Release of valuation allowances				_		_		_				24.4		(24.4)		(0.31)
Discrete tax items, including adjustments to uncertain tax positions				1.1		(1.1)		(0.01)				(8.4)		8.4		0.11
Adjusted EPS (non-GAAP)							\$	1.37							\$	1.09
Certain items included in Adjusted EPS:																
Gain on termination of postretirement plans related to current businesses							\$	(0.04)							\$	—
Differential between effective tax rate and cash tax rate								0.40								0.34
Total							\$	0.36							\$	0.34
						Twe	eve	Months En	ded	December	31.					

						TWe	≥ive	<u>Months En</u>	ded	<u>December</u>	31,					
(In millions, except per share amounts)				20	14			2013								
		Pre- Tax		Tax Effect		After-		Per Share		Pre- Tax		Tax Effect		After- Tax		Per hare
Diluted Earnings Per Share (GAAP)							\$	3.63							\$	3.30
Costs related to Chapter 11	\$	11.3	\$	2.2	\$	9.1		0.12	\$	16.4	\$	6.0	\$	10.4		0.13
Asbestos-related costs		7.9		2.9		5.0		0.07		7.8		3.0		4.8		0.06
Asbestos and bankruptcy-related charges, net		7.1		2.6		4.5		0.06		21.9		8.2		13.7		0.18
Default interest settlement		_		_		_		_		129.0		48.3		80.7		1.04
Pension MTM adjustment and other related costs, net		128.3		46.9		61.4		1.07		(50.6)		(20.0)		(30.6)		(0.39)
Gain on termination of postretirement plans related to divested businesses		(15.9)		(5.9)		(10.0)		(0.13)		_		_		_		_
Restructuring expenses and asset impairments		22.4		7.6		14.8		0.19		12.5		3.5		9.0		0.12
Currency and other financial losses in Venezuela		1.0		0.3		0.7		0.01		6.9		_		6.9		0.09
Gain (loss) on sale of product line		(0.2)		(0.1)		(0.1)		_		1.0		0.4		0.6		0.01
Income and expense items related to divested businesses		5.2		1.9		3.3		0.04		4.1		1.4		2.7		0.04
Discrete tax items:																
Release of valuation allowances				—		—		—				24.4		(24.4)		(0.31)
Discrete tax items, including adjustments to uncertain tax positions				46.2		(48.2)		(0.63)				(9.4)		9.4		0.12
Adjusted EPS (non-GAAP)							\$	4.43							\$	4.39
Certain items included in Adjusted EPS:																
Interest accretion on deferred payment obligations							\$	0.58							\$	_
Gain on termination of postretirement plans related to current businesses								(0.21)								_
Differential between effective tax rate and cash tax rate								1.87								1.35
Total							\$	2.24							\$	1.35

